

## The Focus Editor Begins New Adventure

**M**any events in the early 90s had lasting effects on the local MWBE community - the Puget Sound Regional Disparity Study, *City of Richmond vs. J.A. Croson Co.*, *Coral Construction Co. vs. King County* AND the arrival of Judy Pickens as roving reporter, writer and editor of *The Focus*!

When Judy came on board, *The Focus* was a small four-page newsletter that mainly listed upcoming contracts at Metro. Over the years, Judy weathered many changes - changes in MWBE office leadership, the Metro/King county consolidation, open MWBE forums, and policy changes. Judy consistently reported on these events with clarity and intelligence, always mindful of the potential benefits and risks to certified firms. At meetings of the Metropolitan King County Council, the King County Civil Rights Commission, at *Celebrate Success*, public hearings or budget hearings, at the Washington State Legislature or at community meetings morning, noon or night Judy was there, pen in hand, asking the questions and raising issues just getting the story.



**When not publishing *The Focus* Magazine, Judy volunteered many hours as a streamside educator with the Friends of Fauntleroy Creek. Here Judy is helping youngsters from a nearby daycare place small willow seedlings along the creek bank.**

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Now, after eight years, Judy has edited her last issue of *The Focus*. She has developed the newsletter from four pages to recent issues of up to 24 pages. Readership has increased to more than 4,000, and *The Focus* is now also available on the Internet and in alternate format for the visually impaired.

What is next for Judy? Diversity is more than just the subject of her newsletters—diversity is Judy. She is the sole proprietor of *Judy E. Pickens Consultant*, a certified WBE consulting firm that specializes in writing newsletter reports. She is active in church and community, a willing helper of aging neighbors and a nurturing provider of hospice care.

A West Seattle resident and a committed environmentalist, Judy designed her homesite to be accessible for hosting field trips and tours of Fauntleroy Creek and her lovely garden. One of her greatest joys is working with teachers to provide hands-on environmental educational experiences for students of all ages. Whether she is at the local theater, reading a book, working at crafts, or taking in a tune, the arts help nourish the spirit she has shared with us through *The Focus*.

We will miss you, Judy, and wish you the best as you tackle the next adventure! On behalf of our readers we say, THANKS and GOOD LUCK!



# King County expands outreach to certified firms

**K**ing County recently launched a one-year pilot program to provide speedier notification of upcoming contracting opportunities to King County's certified minority and women-owned firms. The Rapid Notification System, developed by Globe-1, a Seattle-based firm, will enhance our W/MBE information system.

With the assistance of Globe-1 and the County Procurement Division, the M/WBE and Contract Compliance Division anticipates that certified firms will receive timely and targeted information on contracting opportunities. The system will also help County contracting departments identify and locate certified firms to

provide goods and services to the County as needed.

In addition to our current solicitation methods, announcements for bids and proposals will now also be sent to Globe-1. The Rapid Notification System will search the announcements for keyword descriptors and match the announcements with certified firms. The announcements will then be delivered to certified firms within 24 hours by e-mail or fax.

Globe-1 will transmit announcements to the appropriately matched certified firms in two parts. The first part will include a summary of the procurement information. The firms contacted must request additional information

from Globe-1 to receive the full solicitation and contact person information.

The Rapid Notification System will be available at no cost to certified firms. If you are interested in participating in this pilot program, please watch your mail for a letter from King County's M/WBE and Contract Compliance Division. The letter will be sent to certified firms within King County requesting that they provide enhanced information regarding their areas of expertise. Accurate and current responses are necessary to ensure that certified vendors and contractors derive the maximum benefit from the Rapid Notification System.

## NEW IN THIS ISSUE:

# Blanket Purchase Order Contracts for 1999

**W**hen the County needs to purchase goods and services quickly on an as-needed-basis, they use a blanket purchase order. A blanket purchase order is bid competitively and awarded to one or more vendors from a pool of submitted bids. Contracts are typically from one to three years in duration.

Blanket purchase order contracts were established to assure that certain goods and services would be available at the lowest bid and closest proximity to the site. If the lowest and closest does not respond or does not have the type or quantity of the commodity required, the County contacts the second low and closest bidder from the list to place the order, and so on.

The County Procurements Division is preparing to solicit bids for several 1999 blanket purchase order contracts. The following is a partial

list of items King County will purchase through these blanket purchase order contracts:

- Construction equipment (53 categories, with and without operator)
- Concrete ecology blocks
- Dump trucks and trailer rental
- Crushed recycled asphalt/concrete
- Sand, gravel and rock
- Saw cutting of traffic signal loops
- Street sweepings and catch basin solids
- Asphalt concrete
- Concrete mix
- Diesel fuel
- Gasoline
- Small equipment repair
- Liquid emulsified asphalt
- Lubricants
- Fence fabric
- Electrical parts and components
- Straw and hay

Although blanket purchase order contracts do not guarantee the number, timing and dollar value of orders to be placed by the County, M/WBE vendors are urged to participate and be placed on the bidders' list.

Future issues of *The FOCUS* will include updated lists of future blanket purchase order contracts. Also, for more information about upcoming Blanket Purchase Order contracts, or to be placed on the bidders' list, contact King County Purchasing at (206) 296-4210 or (206)-689-5246.

# Don't let Writer's Block Impede Your Business Plan

**Y**ou've lost sleep thinking about it; you've gone over every detail in your head hundreds of times. Now it's time to put your business ideas on paper. When confronted with the task of writing a business plan, many people are so intimidated that they stop before they have even started. While the business plan is an important tool, especially to a start-up business, it need not take on Biblical proportions. These do's and don'ts and content tips should take some of the mystery and stress out of your business plan writing process.

**DO** get something, anything, on paper. Committing your ideas to paper is important.

**DON'T** worry about punctuation and grammar: you can always edit later.

**DO** write a portion of your plan every day.

**DON'T** just stop if you get stuck — ask for help or move on to another section.

**DO** write in a brief, but thorough, manner.

**DON'T** say the same thing over again just to make the business plan longer.

**DO** let others read your plan. Constructive criticism is critical to your planning process.

**DON'T** let their criticism, constructive or not, temper your enthusiasm. Keep writing!

**Content Tips** There are certain categories of information that every business plan should contain to answer the questions: Who? What? Where? When? and How? The formal sections of a business plan include:

**Summary** Here you will briefly outline the highlights of your plan by describing: the date, the name and location of your business, the type of ownership (sole proprietorship, corporation, partnership, etc.); the amount of financing required; the length of time and source of loan repayments; the collateral offered to secure the loan, and the use of loan funds.

**Business Description** In this section you will describe your business and answer such questions as: when was your business started, or how long have you owned it? What products or services do you provide? Do you sell them at wholesale or retail? What makes your business unique?

**Management** Here you will provide the names and titles of persons responsible for the day-to-day operation of your business, along with a description of their responsibilities.

**Marketing Plan** This will answer critical questions such as: what is the location and geographic size of your

market? Who, exactly, will I focus my marketing efforts towards? What are the strengths and weaknesses of my company and of the competition? What is my competitive strategy (pricing, service, location, etc.)? What are my advertising plans?

**Use Of Funds** Will your requested loan money be used for equipment purchases? Working capital? Building construction? Or?

**Financial Exhibits** Your business plan should include: year-end balance sheets, and profit and loss statements for the last three years, a monthly profit and loss projection and cash flow projection for the next year and a statement of assumptions which explains how you arrived at the numbers used in your statements.

Remember, if you get stuck, move on to another section, or call us at Community Capital Development and ask to speak with one of our helpful Technical Assistance Officers.

No matter what, keep your ideas alive — and keep writing!

**Jim Thomas**  
**Community Capital Development**  
**(206) 324-4330**

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# Bulletin board

## Find Qualified Workers Through the "Work to Welfare" Initiative

Need assistance in finding qualified employees? The U.S. Small Business Administration's new Welfare to Work initiative helps small business owners find willing workers. Under this program, workers have good jobs that they can be proud of and that can support their families.

What's in it for your business? The State and Federal government provide the following financial incentives to businesses that hire welfare recipients:

- *Work Opportunity Tax Credit* - An employer may qualify for a tax credit of up to \$2,400 for each certified eligible worker hired.
- *Welfare-to-Work Tax Credit* - A maximum credit of \$3,500 is available to an employer per eligible employee after the first year, and \$5,000 after the second year.
- *On-the-Job Training* - An employer may be reimbursed for up to 50% of wages during a formal OJT approved by Washington Employment Security.

To learn more about tax benefits and other incentives for a small business owner, call Carol McIntosh at the Seattle SBA office at (206) 553-7315 or by email: [carol.mcintosh@sba.gov](mailto:carol.mcintosh@sba.gov). Also, check out the SBA Web Site at: [www.sba.gov/welfare](http://www.sba.gov/welfare).

## USDOT Website and FAX Services

For information on all the services offered through the USDOT Office of Small and Disadvantaged Business Utilization, see its Website at: [osdbuweb.dot.gov/sitemap.html](http://osdbuweb.dot.gov/sitemap.html).

Also, USDOT's extensive fax on demand service provides detailed forecasts of direct procurements. To take advantage of this service by phone, call toll-free (800) 532-1169.

## Women's Breakfast Roundtables

This SBA-sponsored management series offers roundtable discussions on a common theme and focus training with in-depth breakout presentations:

*How to Finance Your Business: Nov. 6*

All sessions are held at SBA's Business Enterprise Center in downtown Seattle and start at 7:30 a.m. with a continental breakfast and wrap up shortly after 10 a.m.. Cost is \$15 per session, with discounts for multiple sessions. To register, e-mail [carol.mcintosh@sba.gov](mailto:carol.mcintosh@sba.gov) or call her at (206) 553-7315.

## How to Reach the Sponsors of Training Opportunities Listed on This Bulletin Board

Child Care Resources (CCR) ..... (253) 852-1908(x200)  
Electronic Commerce Resource ..... (800) 478-3933  
Center (ECRC)  
Internal Revenue Service (IRS) ..... (206) 220-5776  
King County (KC) ..... (206) 205-0713  
North Seattle Community ..... (206) 527-3705  
College (NSCC)  
Professional Women's ..... (453) 427-8567  
Network (PWN)  
SBA Business Enterprise ..... (206) 553-7320  
Center (SBA)  
Seattle Central Community ..... (206) 587-5448  
College (SCCC)  
Service Corps of Retired ..... (206) 553-7320  
Executives (SCORE)  
Shoreline Community College ..... (206) 546-4562  
(SCC)  
South Seattle Community ..... (206) 764-5339  
College (SSCC)

## Regional M/WBE Calendar

If you are planning a conference or other event that is geared to minority- and women-owned businesses, please call King County Contract Compliance Specialist, Rita Lee at (206) 689-4592 to check the regional M/WBE calendar to avoid scheduling conflicts.

## Transportation Projects Now on County Website

At [www.metrokc.gov/kcdot/dot98con.htm](http://www.metrokc.gov/kcdot/dot98con.htm), you'll find lists of 1998 King County Department of Transportation active road, bridge and transit projects. Click on a project of interest to see the scope of work, budget and other details including the name, phone number and e-mail address of the supervising engineer or project manager to contact for more information.

## Certification Workshops for Minority and Women-owned Businesses

Women and minority-owned businesses can apply for certification by the State of Washington. Certification provides unique bidding and contracting opportunities to certified firms. To learn more about certification, attend one of the following free workshops:

*Certification Workshops for Minority and Women-owned Businesses: Oct 28, and Nov 18, 10:00 a.m. - 12:00 p.m., SSCC, Duwamish Industrial Education Center. No registration is required, but please call (206) 768-6856 to RSVP*

### Call for Handbook

To request a free copy of the 1998 edition of *How To Do Business With King County* (the handbook distributed at *Celebrate Success*) call the M/WBE Division at (206) 684-1330.

### Business Basics and Communication Opportunities

*Building a Business Plan*: Oct. 14, Nov. 14, SCORE

*Successful Internet Business Models*: Oct. 21, ECRC

*Exporting Workshop*: Oct. 20, SCORE

*Sole Proprietorship*: Oct. 22, IRS

*Becoming A Nonprofit / Exempt Organization*: Nov. 19, IRS

*Small Business Workshop*: Nov. 23, IRS

### Computer Communication Training Opportunities at SCCC

*Introduction to Word 97*: various class dates and times, Oct. 12 - Nov. 7, \$90

*Introduction to Excel 97*: various class dates and times, Oct. 23 - Dec. 2, \$90

*Introduction to the Internet*: three classes offered, Nov. 2, Nov. 30 and Dec. 7, \$90

*Introduction to Web Page Construction and Design*: four sessions starting Nov. 16, 6 to 8 p.m., \$85

*Access/97*: various class dates and times, Nov. 2 - Nov. 24, \$90

*Office Skills*: two classes, Nov. 9 and Nov. 16, 9 a.m. - 4 p.m., \$120

### Online Computer Classes

You must have Internet access for these classes. Each class consists of six online meetings, \$45 each class. Call SCCC for start dates:

- Windows File & Disk Management
- Quickbooks Quicken
- Introduction to PC Troubleshooting
- Introduction to the Internet
- Creating Web Pages
- Advanced Web Pages
- Creating Web Graphic
- Java Programming for the Web
- CGI Programming for the Web
- FrontPage 98
- MS Word
- Excel
- Access

### Sales and Marketing Training Opportunities

*Create Your Brochure*: One session, Oct. 20, 6 - 9 p.m., NSCC, \$35

*Marketing for Introverts*: One session, Nov. 2, 6:30 - 9:00 p.m., NSCC, \$35

*Secrets to Providing Superior Customer Service*: One session, Oct. 17, 10 a.m. - 12:30 p.m., NSCC, \$35

*It's Not What You Say but HOW you say it!*: Oct. 15, PWN

*Marketing & Sales*: Oct. 28, SCORE

*Internet Marketing & Sales*: Nov. 17, ECRC

### Working Smarter

*How To Handle a Hostile Audience*: One session, Dec. 1, 6- 8:00 p.m., NSCC, \$25

### Home-Based Businesses

*Home Based Business Workshop*: Nov. 18, SCORE

### Money matters

*How to Raise Money*: Nov. 24, SCORE

*Taxes & the Home Based Business*, IRS

### Other Opportunities

*Management Series For Child Care Directors*: Oct. 16, 30, Nov. 13, CCR

### 13th Annual Women and Minority Small Business Conference

Oct. 29, 1998 at Sea-Tac Doubletree Hotel. A limited number of scholarships are available this year. If you are interested, please contact Rita Lee (206) 689-4592 or e-mail her at [rita.lee@metrokc.gov](mailto:rita.lee@metrokc.gov), for an application.

### Conference on Building Equitable Workplaces "We All Belong!"

On Monday, October 12, from 8:00 to 4:00, the Seattle Human Rights Commission, the Seattle Office for Civil Rights and the Seattle Executive Services Department will sponsor "Building Equitable Workplaces: We All Belong!", an all day conference on non-discriminatory employment practices, held at Providence Seattle Medical Center. This hands-on conference is geared to the needs of small businesses and non-profit organizations and will provide employers with practical skills and strategies to operate a productive, diverse workplace.

Cost for the conference, including a box lunch is \$45, if registration is received by October 1, 1998. Registration after October 1, 1998, is \$55. The location is wheelchair accessible. ASL interpretation is available upon request: ten days advance notice of request would be greatly appreciated. If you have any questions, please contact Paula Harris-White at (206) 684-4540 or [paula.harris-white@ci.seattle.wa.us](mailto:paula.harris-white@ci.seattle.wa.us)

## Upcoming contracts

The following list presents available information on contracts King County expects to advertise over the next several months.

Because scope of work or estimated value may change by the time contracts go out for bid or proposal, King County provides three ways for you to keep up to date on goods and services currently being advertised:

- In print, see the *Seattle Daily Journal of Commerce*, Thursday's *Seattle Times* or minority-owned publications.
- By phone, call the county's 24-hour contract information lines.
- On the Internet, access King County's home page.

M/WBE compliance specialists can

provide general information and may be able to refer you to project staff for technical information. Details about road, bridge and transit construction projects are available at [www.metrokc.gov/kcdot/dot98con.htm](http://www.metrokc.gov/kcdot/dot98con.htm).

See the back page of this newsletter for county telephone numbers and the home page address.

Consulting	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Public involvement	Conduct a comprehensive assessment of housing needs of people with developmental disabilities; could involve surveys, focus groups and key informant interviews encompassing housing, support services and economic factors; Community and Human Services	—	1st qtr. '99	Franklin
	Provide writing, editing and production-management services to publish <i>The Focus</i> magazine; M/WBE and Contract Compliance Division	\$25,000	4th qtr. '98	Franklin
Environment	Study reforestation of the west buffer at the Cedar Hills landfill; CIP 013327; Solid Waste	\$10,000	4th qtr. '98	Alexander
Design	Study and recommend facility improvements at the Houghton transfer station; CIP 013086; Solid Waste	\$200,000	4th qtr. '98	Alexander
	Design, and develop plans & specs for new and rehabilitation of existing ballfields at multiple sites. DCFM	\$125,000	4th qtr. '98	Lee
	Provide design services in support of the county's ballfield initiative; Parks and Recreation	\$200,00	3rd qtr. '98	Lee
	Design services in support of the county's ballfield initiative, DCFM	\$200,00	4th qtr. '98	Lee
	Maplewood Heights design and permits for access, and playfield improvements. DCFM	\$55,000	4th qtr. '98	Lee
	Provide design services to implement the King County Courthouse seismic facility plan; Construction and Facilities Management	—	4th qtr. '98	Lee
	Provide design and engineering services for Transit Passenger Facilities, Metro Transit	\$750,000 - \$1,000,000	4th qtr. '98	Winston
	Design a gas-migration control system for the Vashon landfill; CIP 017118; Solid Waste	\$311,000	4th qtr. '98	Alexander
	Provide Engineering and design for repair of Preston Snoqualmie regional trail, DCFM	\$12,000	4th qtr. '98	Lee
Construction	Design of trails system and preparation of management plan for Grand Ridge, DCFM	\$20,000	4th qtr. '98	Lee
	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
	Construct a skateboard facility; Parks and Recreation	\$75,000	4th qtr. '98	Lee
	Improve ballfields at Petrovitsky Park; Parks and Recreation	\$60,000	4th qtr. '98	Lee
	Water system improvement at Marymoor Park	\$90,000	4th qtr. '98	Lee
General	Repair or replace flap gates at various regulator stations; Wastewater Treatment	—	4th qtr. '98	Winston

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Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
General	Demolition for approximately 140,000 CF existing building, excavation and site preparations, storm sewer improvements, fencing, light poles, and security system ; Sheriff's Office	\$300,000	4th qtr. '98	Lee
	140Th Ave./Way SE - Reinforced slope design Embankment construction, CIP 400287	\$2,250,000	4th qtr. '98	Alexander
	White Center sidewalks - Repair broken sidewalks, street tree replacement and landscaping along SW 100th St. from 8th Ave SW 16th & 17th Ave SW- CIP C63355	N/A	4th qtr. '98	Alexander
	S 96th Stage II - Widen S 96th St., add shoulders and lightning, CIP 300390	\$950,000	4th qtr. '98	Alexander
	Countywide Signals 1998, Improve various signalized intersections; evaluate locations for signalization; including collecting accident count data; modify signal operations to address safety issues.- CIP C74098	N/A	4th qtr. '98	Alexander
	Juanita Dr. at NE 122nd St. Add turn land and install signal at Juanita Dr. NE and 122nd PL NE/Holmes Pt. Dr., CIP 100597	\$400,000	4th qtr. '98	Alexander
	Vashon Heights Parking Lot. Install new stairway and retaining wall and widen shoulder for ADA access at the Vashon Heights parking lot, CIP 300389	\$233,000	4th qtr. '98	Alexander
	Ballfield improvements at multiple sites.	\$150,000	4th qtr. '98	Lee
	Develop area 5 at the Cedar Hills landfill; CIP 003140; Solid Waste	\$9,997,000	4th qtr. '98	Alexander
	Provide construction services for various passenger facilities (Package A); Metro Transit	\$500,000	4th qtr. '98	Winston
	Provide construction services for various passenger facilities (Package B); Metro Transit	\$500,000	4th qtr. '98	Winston
	Construct the Weller Street stadium pedestrian walkway,	\$2,800,000	3rd qtr. '98	Alexander
	Provide construction services at the Skykomish dropbox; CIP 013085; Solid Waste	\$65,000	—	
	Complete final cover of area 4 at the Cedar Hills landfill; CIP 013118; Solid Waste	\$1,646,000	3rd qtr. '98	Alexander
	Provide construction services for transit hubs in the north district (Fremont, North Creek and University District); Metro Transit	\$100,000	3rd qtr. '98	Winston
	Construct intersection improvements at Northeast 4th and 110th Ave. Northeast in Bellevue; Metro Transit	\$100,000	3rd qtr. '98	Winston
	Improve maintenance facilities at the Cedar Hills landfill; CIP 013002; Solid Waste	\$1,171,000	3rd qtr. '98	Alexander
	Construct restroom in the rescue and fire-fighting building at King County International Airport; Construction and Facility Management	\$30,000	4th qtr. '98	Lee
	Perform exterior work on the 7300 building at King County International Airport; Construction and Facility Management	\$46,000	3rd qtr. '99	Lee
	Remodel the King County International Airport terminal building for seismic stability; Construction and Facility Management	\$538,000	4th qtr. '98	Lee
	Construct northeast T-hangar at King County International Airport; Construction and Facility Management	\$1,097,000	4th qtr. '98	Lee
	Construct a facility for temporary storage of grit and sand at the West Point Treatment Plant; Wastewater Treatment	\$200,000	4th qtr. '98	Winston
	Construct a fourth barrel at the Wilburton siphon; Wastewater Treatment	\$2,500,000	4th qtr. '98	Winston
	Remodel the environmental laboratory; Wastewater Treatment	—	4th qtr. '98	Winston

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Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
	Provide construction services for remediation of the south hill slope at the Algona Transfer Station; Solid Waste	\$190,000	3rd qtr. '98	Alexander
	Repair tunnel floor at the Algona Transfer Station; Solid Waste	\$100,000	1st qtr. '99	Alexander
	Madrona Substation Shelter Construction, Metro Transit	\$150,000	3rd qtr. '98	Winston
	Make pit repairs (bullrail, sidewall, floor) at the Bow Lake Transfer Station; Solid Waste	\$160,000	2nd qtr. '99	Alexander
	Construct a site attendant building and replace the tipping floor at the Factoria Transfer Station; Solid Waste	\$230,000	3rd qtr. '98	Alexander
	Remodel the scalehouse and perform infrastructure repairs at the Houghton Transfer Station; Solid Waste	\$310,000	4th qtr. '98	Alexander
	Enlarge the tunnel lane at the Renton Transfer Station; Solid Waste	\$100,000	1st qtr. '99	Alexander
	Repair gutters and downspouts at various transfer stations; Solid Waste	\$100,000	3rd qtr. '98	Alexander
	Make safety repairs to tipping-floor mechanical arms at various transfer stations; Solid Waste	\$634,000	4th qtr. '98	Alexander
	Remove underground storage tank and replace the fuel island at the Cedar Hills landfill; Solid Waste	\$832,000	3rd qtr. '98	Alexander
	Provide construction services for improvements to the aintenance facility at the Cedar Hills landfill; Solid Waste	\$1,736,000	3rd qtr. '98	Alexander
	Provide construction services for improvements to the operations facility at the Cedar Hills landfill; Solid Waste	\$1,058,000	2nd qtr. '99	Alexander
	Provide remediation services at the Puyallup landfill; Solid Waste	\$2,341,000	3rd qtr. '98	Alexander
	Begin final cover of the Vashon landfill; CIP 003145; Solid Waste	\$5,232,573	1st qtr. '99	Alexander
<b>Painting</b>	Provide painting services at the Factoria Transfer Station; Solid Waste	\$50,000	3rd qtr. '98	Alexander
<b>Fencing</b>	Install safety fencing on the beam wall adjacent to the mixed liquor channel at the West Point Treatment Plant; Wastewater Treatment	\$100,000	1st qtr. '99	Winston
	Install perimeter fencing at various offsite facilities; Wastewater Treatment	—	4th qtr. '98	Winston
<b>Electrical</b>	Automate gates at the Factoria transfer station; Solid Waste	\$30,000	3rd qtr. '98	Alexander
	Upgrade power and lighting at the West Division offsite maintenance facility; Wastewater Treatment	—	4th qtr. '98	Winston
	Add alarm indication to the supervisory control system for all sump pumps at the West Point Treatment Plant; Wastewater Treatment	\$75,000	4th qtr. '98	Winston
	Install high bay lighting at East Base, Metro Transit	\$240,000	3rd qtr. '98	Winston
	Program the supervisory control system to monitor selected uninterruptable power systems at the West Point Treatment Plant; Wastewater Treatment	—	4th qtr. '98	Winston
	Provide and install portable loadbanks and receptacles to test standby generators at offsite facilities; Wastewater Treatment	\$120,000	4th qtr. '98	Winston
	Waterfront Streetcar Crossing Signage Improvements, Metro Transit	\$100,000	4th qtr. '98	Winston
	Install 700-volt base disconnect; Metro Transit	\$200,000	3rd qtr. '98	Winston

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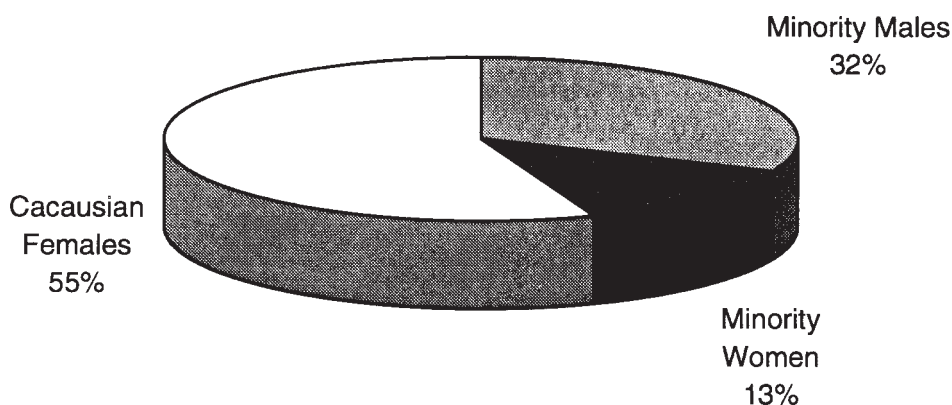


Consulting	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Roofing	Replace the roof on east and west primaries at the East Division Reclamation Plant in Renton; Wastewater Treatment	\$137,000	4th qtr. '98	Winston
	Resurface the East Base roof; Metro Transit	\$125,000	3rd qtr. '98	Winston
HVAC	Make tenant improvements including wall and ceiling construction, HVAC and electrical modifications, and finish, approximately 7,800 SF; 6th Floor of the King County Courthouse Department of Judicial Administration-Phase 2	\$120,000	4th qtr. '98	Lee
	Tenant improvements to 10th floor of the King County Courthouse Metropolitan-King County Council Clerk and Auditors Offices Improvement to include wall and ceiling construction, electrical, mechanical and HVAC modifications, 4,8000 SF.	\$150,000	4th qtr. '98	Lee
Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
HVAC	Modify the heating system in the Fuel/Wash building at Atlantic Base; Metro Transit	\$75,000	4th qtr. '98	Winston
	Replace the exhaust fan at South Base; Metro Transit	\$60,000	4th qtr. '98	Winston
	Replace the ventilation system at the North Beach pump station; Wastewater Treatment	—	4th qtr. '98	Winston
Installation	Install liner in a 36" storm drain at King County International Airport; Construction and Facility Management	\$38,000	3rd qtr. '99	Lee
	Install street gates in downtown Seattle transit tunnel; Metro Tansit	\$225,000	3rd qtr. '98	Winston
	Replace taxiway lighting regulator at King County International Airport; Construction and Facility Management	\$14,000	3rd qtr. '98	Lee
	Replace the cooling system for digester rotary vane compressors at the East Division Reclamation Plant in Renton; Wastewater Treatment	—	4th qtr. '98	Winston
	Provide and install emergency generators at King County International Airport; Construction and Facility Management	\$154,000	4th qtr. '98	Lee
	Install new heating system and ductworkfor the Exhibit Hall at the Enumclaw Fairgrounds	\$255,000	4th qtr. '98	Lee
	Install new heating & cooling system at the Clise Manison at Marymoor Park in Redmond	\$150,000	4th qtr. '98	Lee
	Install cathodic protection on the East Channel siphon; Wastewater Treatment	\$40,000	2nd qtr. '99	Winston
	Install an emergency generator at the South Mercer pump station; Wastewater Treatment	\$230,000-\$250,000	4th qtr. '98	Winston
	Replace pumps, drives and controls at the Yarrow Bay pump station; Wastewater Treatment.	\$280,000	2nd qtr. '99	Winston
	Install a rock box structure at the Holmes Point trunk; Wastewater Treatment	\$83,000	4th qtr. '98	Winston
	Install a permanent anti-rotation device on three digester roofs at the West Point Treatment Plant; Wastewater Treatment	\$100,000	4th qtr. '98	Winston
	Install an isolation gate in the division channel at the West Point Treatment Plant; Wastewater Treatment	\$60,000	2nd qtr. '99	Winston
	Install a gas-migration control system at the Vashon landfill; CIP 017118; Solid Waste	\$840,000	4th qtr. '98	Alexander

Continued on next page

Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Roads and Paving	East Base Paving Upgrade; Metro Tansit	\$250,000	1st qtr. '99	Winston
	Central Base Hydraulic Paving Replacement; Metro Tansit	\$100,000	4th qtr. '99	Winsto
	Add pedestrian pathways along Thompson Elementary and Dimmit Middle School; CIP C63364; Road Services	\$60,000	3rd qtr. '98	Alexander
	Add turn lane and install signal at Juanita Drive Northeast and 122nd Pl. Northwest; CIP 100597; Road Services	\$400,000	3rd qtr. '98	Alexander
	Add pedestrian pathways and widen the sidewalks along Cedar Grove Road; CIP C63253; Road Services	\$175,000	1st qtr. '99	Alexander
	Widen East Lake Sammamish Parkway from the Issaquah-Fall City Road to the I-90 ramp; CIP 201197; Roads Services	\$975,000	4th qtr. '98	Alexander
	Overlay the Brickyard P&R lot and construct roadway	N/A	3rd qtr. '98	Winsto
	East Base 3rd Lane Improvements; East Base	\$150,000	4th qtr. '98	Winston
	NE 141st Street - Pedestrian improvement including paved 5ft shoulder on south side. Curb, gutter and sidewalk on north side, Juanita Dr. 84th Ave NE	\$150,000	4th qtr. '98	Alexander
	Construct a half-mile roadway and pathway; Parks and Recreation	\$200,000	3rd qtr. '98	Lee
	Provide on-call paving services at King County International Airport; Construction and Facility Management	\$164,000	3rd qtr. '99	Lee
	Rejuvenate taxiway pavement at King County International Airport; Construction and Facility Management	\$25,000	3rd qtr. '99	Lee
	Install drainage along East Lake Sammamish Parkway in the vicinity of Eden Creek; CIP 201296; Road Services	\$132,000	4th qtr. '98	Alexander
	Add turn lanes, curb, gutter, bike lanes and sidewalk and revise signals at 124th Ave SE and SE 312th St.; CIP 501197, Road Services	\$600,000	4th qtr. '98	Alexander
Bridges	Construct a bridge at 155th Ave. Northeast at the Tolt pipeline; Construction and Facility Management	\$225,000	4th qtr. '98	Lee
	Construct a pedestrian bridge at Marymoor Park; Parks and Recreation	\$600,000	3rd qtr. '98	Lee
	Construct bridges over Soos Creek; Construction and Facility Management	\$150,000	3rd qtr. '98	Lee

# Washington State Certified Firms Located Within King County



Note: Source Washington State Office of Minority Women Business Enterprises (OMWBE) as of 1997  
Directory of Certified Firms

## King County Prime Contracts Awarded 1987-1997

Category <sup>2</sup>	Total	MBE	WBE
Architecture & Engineering	396	65 16.41%	40 10.10%
Construction	1039	135 12.99%	140 13.47%
Consulting	1289	52 4.03%	191 14.82%
Total Awards	2724	252	371

1. Excludes former Metro (Transit and Water Quality)
2. Excludes procurement (purchasing and concessions)

# For more information

Published quarterly by King County's Minority/Women Business Enterprise and Contract Compliance Division, 821 Second Ave., M.S. 133, Seattle, WA 98104-1598. Telephone (206) 684-1330; fax (206) 689-4597.

We invite your comments, story ideas and suggestions for improving this publication. Write or call Manager Phyllis Alleyne or send your e-mail to [phyllis.alleyne@metrokc.gov](mailto:phyllis.alleyne@metrokc.gov).

## Division staff

Manager Phyllis Alleyne ..... (206) 689-4590  
Supervisor Charles LeViege ..... (206) 684-1340  
Administrative Assistant Anita Whitfield ..... (206) 689-3168  
Administrative support  
Midori Garrison ..... (206) 684-1339  
Dory Isip ..... (206) 689-4595  
Contract compliance specialists  
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Robert Forgie ..... (206) 689-3168  
Keven Franklin ..... (206) 689-4593  
Rita Lee ..... (206) 689-4592  
Willie Winston ..... (206) 684-1373

If you don't know which of the above compliance specialists focuses on your type of contract, call 684-1330 for referral.

## County specialty registration

A&E and general consultant rosters  
Frances Gaucin ..... (206) 684-2024  
Transit vehicle-maintenance vendor list  
Donna McCoy ..... (206) 684-2204  
Small public-works roster ..... (206) 684-1270  
Vendor bidders' list ..... (206) 689-3153

## State Office of Minority and Women's Business Enterprises

By telephone ..... (360) 753-9693  
By fax ..... (360) 586-7079  
By mail ..... P.O. Box 41160, Olympia, WA 98504-1160  
Online directory ..... [www.wsdot.wa.gov/omwbe/](http://www.wsdot.wa.gov/omwbe/)

## Current county contracts

Professional and construction hotline ..... (206) 684-1270  
Goods and nonprofessional/consulting hotline (206) 689-3153  
Online ..... [www.metrokc.gov/oppis/bidsprop.htm](http://www.metrokc.gov/oppis/bidsprop.htm)

## County specialty information

Purchasing M/WBE liaisons  
Exchange Building ..... (206) 689-5246  
Administration Building ..... (206) 296-4210  
Kingdome concessions  
Gary Atchison ..... (206) 296-3180  
Transit concessions  
Esther Alley ..... (206) 205-0717  
Motor pool fleet ..... (206) 296-6521  
Disability compliance  
Karen Ozmun ..... 206-296-7706  
Minority Entrepreneurship Program and M/WBE loans  
Francisco Jimenez ..... (206) 205-0713  
King County Civil Rights Commission  
Manny Lee ..... (206) 296-7485

## King County Council

Maggi Fimia, District 1 ..... (206) 296-1001  
Cynthia Sullivan, District 2 ..... (206) 296-1002  
Louise Miller, District 3 ..... (206) 296-1003  
Larry Phillips, District 4 ..... (206) 296-1004  
Dwight Pelz, District 5 ..... (206) 296-1005  
Rob McKenna, District 6 ..... (206) 296-1006  
Peter von Reichbauer, District 7 ..... (206) 296-1007  
Greg Nickels, District 8 ..... (206) 296-1008  
Kent Pullen, District 9 ..... (206) 296-1009  
Larry Gossett, District 10 ..... (206) 296-1010  
Jane Hague, District 11 ..... (206) 296-1011  
Brian Derdowski, District 12 ..... (206) 296-1012  
Christopher Vance, District 13 ..... (206) 296-1013  
**King County Executive Ron Sims** ..... (206) 296-4040

**King County Executive Ron Sims** ..... (206) 296-4040  
*King County is an equal employment opportunity employer.*

THE **F**ocus

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**This information is available on request in accessible formats for people with disabilities by calling (206) 684-2046 (voice) or (206) 689-4665 (TTY).**